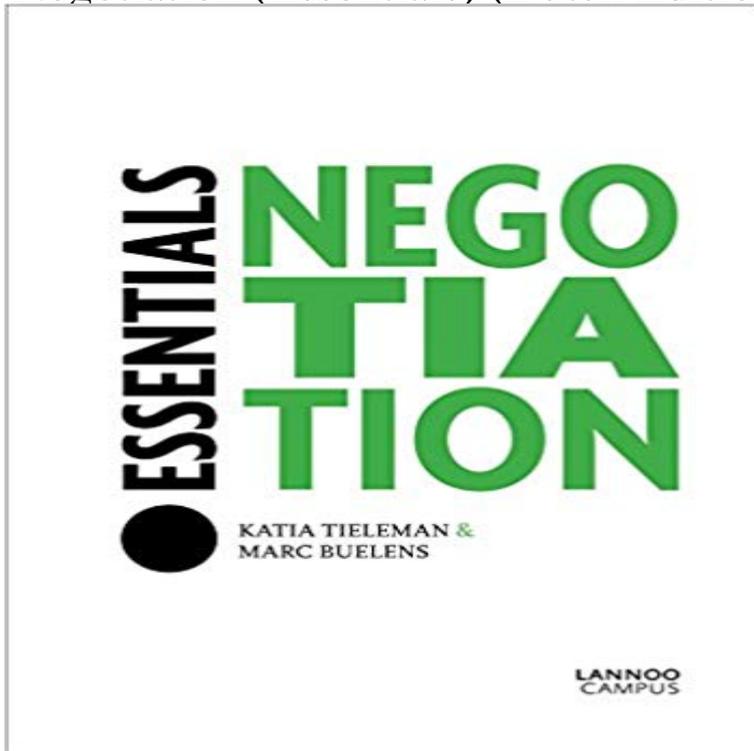


Negotiation (Essentials) (Dutch Edition)



Onderhandelen doen we allemaal, maar doen we het wel goed? Onderhandel jij over taakverdelingen, strategische beslissingen, bedrijfsovernames of je loon? Of onderhandel je met kinderen en pubers? Of ben je betrokken bij regeringsonderhandelingen?

Onderhandelen doen we allemaal. Dagelijks. En vaak zelfs zonder het te beseffen. Verassend genoeg lukken of mislukken onderhandelingen steeds door dezelfde patronen. Hoe goed onderhandelen we? In dit boek krijg je vier sleutels om je onderhandelingen intelligenter te maken en je nq te verhogen. Je leert elke onderhandeling om te buigen van een stresserende machtsstrijd naar een interactie die boeiende kansen creëert. Je verkent de onderhandelingscultuur van de toekomst en krijgt handvatten om je organisatie onderhandelingslim te maken. Onderhandelen Essentials geeft je tips om anders te onderhandelen, hoger te durven inzetten en het onderhandelingspel te bepalen. Het toont je de weg naar betere resultaten voor alle partijen in combinatie met open, vertrouwenwekkende relaties. Kortom, het maakt van jou een gedreven en kundig onderhandelaar die met genoeg kan terugblikken op de behaalde resultaten.

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